A9140-1

PAPER MERCHANT SALES REPORT - NPTA - August 1991

Regions	Sales Per Selling Day Changes 08/91 to 08/90	08/91 to 07/91	YTD 1991 to 1990	Month End AR Days 08/90	08/91	Inventory Days (End) 08/90	08/91
INDUSTRIAL							
Region 1	4.9-	2.0	5.0	40	41	46	54
Region 2	1.4-	3.0	2.6-	39	38	55	53
Region 3	1.5	3.8	2.1-	38	39	60	57
Region 4	1.2-	1.9-	3.0-	38	38	57	52
Region 5	2.0	4.5	.7	35	35	54	52
Region 6	8.9-	6.1-	6.8-	41	42	64	60
Region 7	5.4	1.4-	6.8	33	34	56	59
Region 8	.3-	1.8	.5-	36	36	51	52
Region 9	5.8-	7.1-	2.7-	36	36	55	42
NY Metro	2.9-	3.9-	4.1	49	51	**	**
CHI. Metro	7.9-	7.6-	5.1-	34	40	69	57
LA Metro	7.0	6.0-	.1	39	40	74	53
US	.6-	.2-	1.2-	38	38	56	53
PRINTING							
Region 1	11.9-	4.4	9.6-	45	47	49	50
Region 2	9.1-	2.1-	5.3-	45	46	57	60
Region 3	4.6-	2.9-	2.0-	42	41	70	66
Region 4	7.3-	6.0-	5.1-	43	43	60	63
Region 5	1.7-	8.0	3.6-	40	39	73	75
Region 6	10.9-	3.4-	.5-	41	41	73	70
Region 7	9.9-	3.5-	1.7-	38	38	57	58
Region 8	8.1-	2.2-	4.5-	39	39	62	58
Region 9	7.0	8.4-	6.5	39	36	67	57
NY Metro	11.0-	4.8-	8.2-	39	43	65	71
CHI. Metro	17.0-	.5-	9.0-	42	40	72	58
LA Metro	7.5-	14.4	6.9-	41	43	80	79
US	8.4-	.6-	4.9-	41	42	66	65

AUGUST SALES CHANGES. PRINTING sales show a decrease for the seventh month in a row. This month Chicago Metro shows the greatest decrease with Region 1, NY Metro and Region 6 not far behind. INDUSTRIAL sales show an increase (LA Metro showing the greatest). For the sixth month in a row, Region 7 shows the greatest increase for the year.
DAYS OUTSTANDING for August show slight increase for industrial and no change for printing.
INVENTORY DAYS for printing have dropped after a two-month climb and industrial has gone down to June's figure.

** indicates NPTA was unable to calculate valid numbers for a given measure, in this case NY Metro Industrial inventory days.

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NPTA REGIONS

1: CT, ME, MA, NH, RI, & VT
* 2: DE, DC, MD, NJ, NY, & PA
3: AL, FL, GA, NC, SC, TN & VA (Exc. Memphis)
4: KY, OH, MI, & WV
5: CO, IA, KS, MN, MT, NE, ND, SD, & WY
* 6: AZ, CA, HI, NM, NV, & UT
7: AR, LA, MS, OK, & TX (& W. Tenn)
* 8: IL, IN, MO, & WI
9: AK, ID, OR, & WA
* - Excluding Metro areas below

NY Metro: New York City, Long Island, & Westchester County - In NJ; Counties of Bergen, Essex, Hudson, Middlesex, Passaic, & Union
Chicago Metro: Chicago and counties of Cook, DuPage, & Lake In IN; Lake county
LA Metro: Los Angeles and San Diego, counties of Los Angeles, San Diego, Orange, & Ventura, plus parts of Riverside & San Bernadino